

PM-USA MANAGEMENT WEEKLY SALES NATIONAL

12/18/1998

WEEK DAY=FRIDAY	WEIGHT=0.243	WTD % OF WEEK=100.0	MONTH DAY=14	MONTH=23 DAYS	LY MONTH=23 DAYS	MTD % OF MONTH=60.1	YEAR DAY=252	YTD WEIGHT=50.355	YEAR=261 DAYS						
MTD % ADJ=1.3 YTD % ADJ=0.9 TOT YR WEIGHT=52.178															
	DAILY	WTD	%CHG	TOTAL	%DEV			VOL DEV	%CHG	VOL DEV	ANNUAL	12 MM	12 MM		
	SALES	SALES	VS LY	MONTH	MTD VS	% CHG VS	LY MTD	YTD	VS LY YTD	VS LY YTD	VS FIC	FORECAST	ADJUSTED	%CHG	%BOX
MARLBORO KING BOX	117.3	564.4	-20.6	1,356.8	3,024	-25.3	-31.9	36,468	-2,012	-5.2	765	36,909	38,413	-3.2	100.0
MARLBORO KSF SP	49.5	200.5	-31.7	514.2	1,189	-28.0	-36.6	14,022	-1,807	-11.4	-25	14,521	14,873	-9.6	
TOT MARLBORO RED 20'S	167.2	767.4	-23.7	1,881.9	4,222	-25.8	-33.1	50,615	-3,801	-7.0	766	51,534	53,412	-5.0	72.1
MARLBORO 85 (25)	1.7	6.4	-33.1	18.8	38	-25.9	-44.3	431	-97	-18.3	-13	458	461	-15.3	
TOT MARL RED	168.9	773.8	-23.8	1,898.7	4,259	-25.8	-33.2	51,046	-3,898	-7.1	753	51,992	53,873	-5.1	71.5
MARLBORO 100 BOX	33.7	135.0	-12.9	363.0	628	-3.8	-13.3	7,858	-91	-1.1	373	7,735	8,196	-0.2	100.0
MARLBORO 100 SP	13.7	56.6	-22.0	146.5	302	-19.2	-29.6	3,685	-432	-10.5	99	3,706	3,882	-9.5	
TOTAL MARL 100	47.4	191.6	-15.8	509.5	930	-8.8	-18.8	11,542	-524	-4.3	472	11,441	12,079	-3.4	67.9
MARLBORO LTS 85 BOX	121.7	583.8	-30.0	1,436.4	3,155	-24.2	-39.6	38,696	-2,758	-8.6	1,561	38,594	41,315	-2.8	100.0
MARLBORO LTS 85 SP	45.6	186.1	-34.8	485.4	1,102	-26.7	-39.1	13,199	-2,384	-15.3	183	13,456	14,046	-13.2	
TOT MARL LTS 85S 20S	167.8	774.7	-31.1	1,932.9	4,266	-24.6	-39.3	52,234	-5,180	-8.9	1,771	52,165	55,500	-5.6	74.6
MARLBORO LTS 85 (25)	1.1	4.5	-31.3	12.1	23	-13.8	-38.6	272	-72	-20.9	-2	284	290	-18.2	
TOT MARL LTS 85	169.0	779.1	-31.1	1,945.0	4,289	-24.5	-39.3	52,506	-6,202	-9.0	1,789	52,449	55,790	-5.7	74.2
MARLBORO LTS 100 SP	19.0	82.8	-31.7	213.1	466	-23.9	-36.8	5,538	-1,192	-17.7	32	5,692	5,890	-15.9	
MARLBORO LTS 100 BOX	34.7	167.5	-29.8	427.5	931	-23.6	-36.8	11,264	-1,254	-10.0	281	11,355	11,950	-7.1	100.0
TOT MARL LTS 100	53.7	250.3	-30.4	640.6	1,397	-23.7	-36.8	16,802	-2,446	-12.7	313	17,047	17,840	-10.2	67.0
TOT MARL LTS NM	222.7	1,029.4	-31.0	2,565.6	5,666	-24.3	-38.7	69,309	-7,848	-9.9	2,081	69,497	73,630	-6.9	72.5
MARLBORO MEDIUM KS BOX	12.5	55.6	-24.8	138.5	327	-30.4	-39.0	3,929	-206	-5.0	83	3,977	4,147	-2.4	100.0
MARLBORO MEDIUM KS SOFT	4.6	18.3	-27.3	47.3	97	-18.5	-41.2	1,129	-239	-17.5	-14	1,182	1,206	-14.8	
TOT MARLBORO MEDIUM KS	17.2	75.3	-24.1	187.8	425	-26.5	-38.6	5,089	-442	-8.0	78	5,181	5,381	-5.5	77.4
MARLBORO MEDIUM 100 BOX	5.0	23.6	-25.2	58.4	113	-14.1	-37.4	1,388	-35	-2.4	42	1,392	1,470	1.4	100.0
MARLBORO MEDIUM 100 SOFT	1.9	8.9	-18.8	24.6	44	-7.2	-33.0	522	-83	-13.7	2	537	554	-11.1	
TOT MARLBORO MEDIUM 100	7.0	32.5	-23.5	83.0	157	-12.2	-36.2	1,910	-118	-5.8	44	1,929	2,024	-2.3	72.6
TOT MARLBORO MEDIUM	24.1	107.7	-23.9	270.8	583	-22.8	-37.8	8,999	-580	-7.4	121	7,110	7,406	-4.7	76.1
MARLBORO FF MEN BOX	8.6	34.8	98.6	75.2	81	53.7	55.3	1,055	296	39.4	89	988	1,059	40.7	100.0
MARLBORO FF MEN SP	3.4	13.7	-32.7	32.6	88	-38.0	-48.2	949	-249	-20.8	-69	1,053	1,017	-18.0	
MARLBORO MEN 100 FTB	1.9	7.5	100.0	19.7	17	95.7	100.0	341	341	100.0	36	312	321	100.0	100.0
TOT MARL FF MEN	13.9	56.0	48.1	127.5	186	14.3	14.5	2,345	391	20.0	56	2,363	2,397	20.2	57.6
MARLBORO LTS 85 MEN BOX	21.2	85.0	91.2	174.2	210	36.0	38.7	2,814	383	17.2	146	2,553	2,648	16.7	100.0
MARL LIGHTS MENTHOL	1.3	6.2	-4.8	16.3	29	-7.6	-24.9	358	18	5.4	13	357	376	9.1	
TOT MARL LTS MEN KING	22.5	91.2	78.9	190.4	239	32.4	29.4	2,973	401	15.6	158	2,911	3,024	15.7	87.6
MARLBORO LTS 100 M BOX	4.6	22.1	-13.4	54.1	114	-21.0	-32.0	1,346	41	3.2	13	1,378	1,417	6.9	100.0
MARL LIGHTS MEN 100S	1.5	5.1	1.9	13.4	22	-0.4	-25.4	268	-7	-2.5	6	272	282	1.0	
TOT MARL LTS MEN 100	6.2	27.2	-10.9	67.5	136	-17.6	-30.8	1,614	35	2.2	19	1,650	1,689	5.8	83.4
TOT MARL LTS MEN	26.7	118.5	45.3	257.9	376	14.3	5.4	4,567	436	10.5	176	4,560	4,724	12.0	86.1
TOT MARL MENTHOL	42.6	174.5	46.2	385.5	561	14.3	8.3	6,931	827	13.5	232	6,924	7,120	14.6	76.5
TOT MARLBORO NON-MEN	503.6	2,278.2	-21.8	5,704.5	12,380	-23.3	-30.7	150,334	-2,505	-1.6	3,920	151,364	158,139	0.5	73.9
TOT MARLBORO BOX	402.6	1,859.9	-14.3	4,561.6	9,534	-20.4	-25.9	116,790	4,875	4.4	3,928	116,667	122,275	6.6	100.0
MARL ULTRA LT 85 BOX	26.3	114.5	100.0	282.4	590	-20.4	100.0	7,368	6,578	100.0	362	7,241	7,174	100.0	100.0
MARL ULTRA LT 100 BOX	14.5	61.1	100.0	157.5	332	-21.0	100.0	4,071	3,546	100.0	130	4,074	3,977	100.0	100.0
TOT MARL ULTRA LTS	40.8	175.6	100.0	439.9	922	-20.6	100.0	11,439	10,124	100.0	492	11,314	11,151	100.0	100.0
MARL FF KS BOX HALF CARTO	0.3	1.7	50.3	8.0	5	100.0	74.9	82	20	33.4	20	64	80	28.5	100.0
MARL FF KS SP HCART	0.1	0.8	-7.6	2.9	3	49.7	-5.0	44	-3	-6.2	6	40	46	-6.4	
TOT MARL FF HALF CARTON	0.5	2.5	25.1	10.9	8	100.0	43.1	126	18	16.2	25	104	125	18.2	83.7
MARL LTS KS SP HALF CARTO	0.2	0.9	-8.6	3.0	4	38.3	-12.8	49	-7	-11.8	6	45	51	-10.6	
MARL LTS KS BX HALF CARTO	0.3	1.9	33.3	8.1	5	100.0	61.6	90	19	26.0	21	71	88	22.5	100.0
TOT MARL LTS HALF CARTON	0.5	2.8	16.4	11.1	9	100.0	31.5	139	12	9.6	27	115	139	7.8	83.5
MARL MED KS BOX HALF CART	0.1	1.3	100.0	3.4	1	100.0	100.0	21	4	21.3	7	14	18	0.7	100.0
MARL MED KS SP HALF CARTO	0.0	0.1	28.4	0.3	1	-14.1	-6.5	10	-2	-14.2	2	8	10	-16.9	
TOT MARL MED HALF CARTON	0.1	1.4	100.0	3.7	2	100.0	100.0	30	2	7.0	9	22	28	-6.4	64.4

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MTD % ADJ=1.3 YTD % ADJ=0.9 TOT YR WEIGHT=52.178															
	DAILY SALES	WTD SALES	%CHG VS LY WTD	TOTAL MONTH MTD	%DEV MTD VS F/C	%CHG VS LY MTD	VOL DEV YTD	%CHG VS LY YTD	VOL DEV YTD	ANNUAL FORECAST	12 MM CALENDAR ADJUSTED	12 MM %CHG	%BOX		
TOT MARL HALF CARTON	1.1	6.7	45.7	25.7	19	100.0	51.1	295	32	12.0	61	241	292	8.4	63.6
MARLBORO	548.4	2,452.7	-19.1	6,090.0	12,941	-21.7	-29.1	157,265	-1,679	-1.1	4,152	158,278	165,259	1.0	74.0
B + H 100 BOX	1.3	6.6	-19.7	20.9	31	12.6	-7.5	388	-22	-5.5	14	366	405	-4.7	100.0
B + H 100 SP	3.9	17.8	-23.7	53.7	92	-3.4	-27.9	1,124	-223	-16.6	12	1,149	1,188	-15.8	
TOT B&H 100 GOLD	5.2	24.4	-22.7	74.6	123	0.6	-23.1	1,512	-246	-14.0	26	1,535	1,593	-13.2	25.4
B + H 100 GREEN BOX	1.6	7.3	-10.9	21.8	32	12.2	3.2	412	7	1.8	18	408	425	1.7	100.0
B + H 100 GREEN SP	5.0	24.8	-28.1	77.4	146	-11.8	-32.1	1,754	-237	-11.9	-1	1,813	1,853	-10.4	
TOT B&H 100 GREEN	6.6	32.1	-24.8	99.2	178	-7.5	-26.6	2,166	-230	-9.8	17	2,220	2,278	-8.4	18.7
TOT B&H GOLD/GRN	11.8	56.5	-23.9	173.8	302	-4.2	-25.1	3,678	-476	-11.4	44	3,755	3,871	-10.4	21.4
B + H LTS 100 SP	2.2	11.6	-32.4	38.1	64	-0.7	-28.8	779	-171	-18.0	11	794	825	-16.3	
B + H LTS 100 BOX	0.6	3.6	-20.8	12.2	17	22.0	-8.5	215	-9	-4.0	14	207	224	-2.9	100.0
TOT B&H LTS 100 REG	2.9	15.2	-30.0	50.3	80	4.0	-24.7	994	-160	-15.3	25	1,001	1,050	-13.8	21.4
B+H LTS 100 MEN SP	2.8	15.6	-24.4	48.8	82	-1.0	-27.5	1,002	-140	-12.2	12	1,023	1,060	-11.1	
B + H LTS 100 MEN BOX	0.9	5.2	-19.8	16.6	24	17.5	-14.6	304	12	3.9	18	295	317	6.2	100.0
TOT B&H LTS 100 MEN	3.7	20.8	-23.3	65.5	106	3.1	-24.6	1,307	-128	-8.9	30	1,319	1,377	-7.6	23.0
TOT B&H LTS 100	6.5	36.0	-26.3	116.7	186	3.5	-24.7	2,301	-308	-11.8	56	2,320	2,427	-10.4	22.3
B+H ULT LTS REG BOX	5.2	25.6	-32.5	78.5	135	-3.3	-29.0	1,845	-290	-15.0	17	1,883	1,743	-12.5	100.0
B+H ULT LTS MEN BOX	5.3	23.8	-28.7	72.2	121	-0.7	-19.4	1,492	-98	-8.1	33	1,508	1,587	-4.6	100.0
TOT B&H ULT LTS	10.5	49.4	-30.7	150.8	256	-2.1	-24.7	3,138	-387	-11.0	50	3,190	3,311	-8.9	100.0
TOT B&H 100S	28.8	141.9	-27.0	440.3	744	-1.5	-24.9	9,117	-1,170	-11.4	149	9,265	9,809	-9.9	48.7
B&H FF KS REG BOX	0.0	0.0	100.0	0.0	0.0	100.0	0	0	0	100.0	0	0	0	100.0	48.7
B&H FF KS MEN BOX	0.0	0.0	100.0	0.0	0.0	100.0	0	0	0	100.0	0	0	0	100.0	48.7
TOT B&H FF KINGS	0.0	0.0	100.0	0.0	0.0	100.0	0	0	0	100.0	0	0	0	100.0	48.7
B&H LTS KS REG BOX	0.0	0.0	100.0	0.0	0.0	100.0	0	0	0	100.0	0	0	0	100.0	48.7
B&H LTS KS MEN BOX	0.0	0.0	100.0	0.0	0.0	100.0	0	0	0	100.0	0	0	0	100.0	48.7
TOT B&H LTS KINGS	0.0	0.0	100.0	0.0	0.0	100.0	0	0	0	100.0	0	0	0	100.0	48.7
TOT B&H SPECIAL KINGS	0.0	0.0	100.0	0.0	0.0	100.0	0	0	0	100.0	0	0	0	100.0	48.7
TOT B&H KINGS PROMO	0.0	0.0	100.0	0.0	0.0	100.0	0	0	0	100.0	0	0	0	100.0	48.7
TOT B&H NON-MEN	13.2	65.2	-28.6	203.4	339	-0.1	-25.9	4,151	-718	-14.7	68	4,218	4,366	-13.1	54.1
TOT B&H MENTHOL	15.6	76.7	-25.7	236.9	405	-2.7	-24.0	4,965	-454	-8.4	81	5,046	5,223	-7.1	44.2
TOT B&H BOX	14.9	72.0	-27.0	222.3	360	2.8	-19.7	4,457	-399	-8.2	115	4,485	4,682	-6.5	100.0
B+H	28.8	141.9	-27.0	440.3	744	-1.5	-24.9	9,117	-1,170	-11.4	149	9,265	9,609	-9.9	48.7
MERIT 85 SP	3.4	14.5	-39.1	37.5	91	-31.7	-45.8	1,049	-245	-18.9	-12	1,098	1,123	-17.1	
MERIT 85 BOX	3.1	11.8	-26.7	30.5	60	-15.1	-31.2	707	-80	-10.2	12	719	748	-9.0	100.0
TOT MERIT 85 NM	6.5	26.3	-34.1	68.0	151	-25.1	-40.1	1,756	-325	-15.6	-1	1,817	1,871	-14.0	40.0
MERIT 85 MEN SP	0.7	3.0	-27.2	7.7	17	-23.3	-44.1	195	-36	-15.5	1	201	210	-11.9	
TOTAL MERIT 85	7.2	29.3	-33.4	75.7	168	-24.9	-40.5	1,951	-361	-15.6		2,018	2,081	-13.8	35.9
MERIT 100 REG SP	3.2	15.6	-33.3	40.8	92	-26.2	-44.9	1,061	-173	-14.0	-5	1,102	1,134	-10.8	
MERIT 100 MEN SP	0.6	2.7	-33.4	7.3	16	-22.0	-43.8	182	-33	-15.3	1	187	195	-12.1	
TOTAL MERIT 100	3.8	18.2	-33.3	48.0	108	-25.6	-44.7	1,243	-205	-14.2	-3	1,289	1,328	-11.0	
TOTAL MERIT PARENT	11.0	47.5	-33.4	123.8	275	-25.2	-42.2	3,194	-566	-15.1	-3	3,307	3,409	-12.8	21.9
MERIT ULTRA LTS 85 SP	3.8	17.2	-38.0	44.6	110	-32.6	-47.7	1,268	-269	-18.5	-10	1,322	1,359	-16.7	
MERIT ULTRA LTS 85 BOX	3.6	18.7	-25.6	46.8	101	-22.8	-37.7	1,194	-73	-5.6	21	1,213	1,299	-3.3	100.0
TOT MERIT ULTS 85 NM	7.3	35.9	-32.1	91.4	211	-27.8	-43.0	2,462	-362	-12.8	11	2,535	2,628	-10.7	48.3
MERIT ULTRA LTS 85 MEN	1.6	6.9	-20.7	17.5	36	-18.9	-35.9	426	-38	-8.2	8	432	453	-5.5	
TOT MERIT ULTS 85S	8.9	42.8	-30.5	108.9	247	-26.5	-42.0	2,888	-400	-12.2	20	2,967	3,081	-10.0	41.2
MERIT ULTRA LTS 100 REG	3.5	16.1	-34.4	41.3	98	-29.7	-46.9	1,134	-211	-15.7		1,173	1,213	-13.2	
MERIT ULTRA LTS 100 BOX	2.2	9.8	-27.0	27.8	52	-11.5	-27.1	818	-27	-4.2	9	630	653	-2.3	100.0

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MTD % ADJ=1.3 YTD % ADJ=0.9 TOT YR WEIGHT=52.178														
	DAILY	WTD	%CHG	TOTAL	%DEV									%BOX
	SALES	SALES	VSLY	MONTH	MTD VS	%CHG VS	LY MTD	YTD	VOL DEV	%CHG	YTD	ANNUAL	12 MM	
			WTD	MTD	FORECAST	E/C			VSLY YTD	VSLY YTD	VS F/C	FORECAST	ADJUSTED	%CHG
TOT MERIT ULTS 100 NM	5.7	25.9	-31.7	68.1	150	-23.3	-40.4	1,752	-238	-12.0	9	1,803	1,865	-9.7
MERIT ULTRA LTS 100 MEN	1.3	5.8	-34.7	15.6	32	-19.5	-38.7	376	-40	-9.7	2	387	400	-6.6
TOT MERIT ULTS 100	7.0	31.7	-32.3	84.7	182	-22.6	-40.1	2,128	-278	-11.6	11	2,189	2,265	-9.2
TOT MERIT ULTRA LTS	15.9	74.5	-31.3	193.5	429	-24.9	-41.2	5,016	-678	-11.9	31	5,157	5,346	-9.6
MERIT ULTIMA KS	0.6	2.9	-28.3	7.2	16	-24.7	-45.6	183	-41	-18.1	-1	191	198	-15.3
MERIT ULTIMA KS BOX	0.7	3.6	-17.5	9.5	16	0.4	-23.4	199	-12	-5.6	15	190	210	-3.6
MERIT ULTIMA 100	0.7	3.2	-30.9	8.5	18	-20.1	-40.3	210	-41	-16.5	3	214	224	-13.7
MERIT ULTIMA 100 BOX	0.6	3.1	-28.9	9.1	15	-2.4	-28.1	165	-23	-11.2	5	186	196	-8.6
TOT MERIT ULTIMA	2.7	12.8	-26.4	34.3	65	-12.0	-34.7	777	-117	-13.1	22	781	826	-10.5
TOT MERIT NON-MEN	25.5	116.5	-32.1	303.5	669	-24.5	-41.2	7,808	-1,215	-13.5	37	8,037	8,324	-11.2
TOT MERIT MENTHOL	4.1	18.3	-28.5	48.0	100	-20.3	-39.5	1,180	-147	-11.1	13	1,207	1,257	-8.0
TOT MERIT BOX	10.3	47.0	-25.8	123.7	244	-15.6	-32.3	2,902	-215	-6.9	62	2,938	3,075	-4.9
MERIT	29.5	134.8	-31.6	351.6	769	-23.9	-41.0	8,988	-1,362	-13.2	50	9,245	9,581	-10.8
VA SLIMS REG	4.6	19.0	-23.5	48.4	98	-17.9	-37.8	1,244	-134	-9.7	46	1,237	1,320	-6.9
VA SLIMS MEN	4.3	19.2	-20.2	49.6	93	-11.4	-34.3	1,193	-101	-7.8	52	1,178	1,262	-5.1
TOTAL VS PARENT	8.9	38.2	-21.8	97.9	191	-14.7	-36.1	2,437	-235	-8.8	98	2,415	2,582	-8.0
VA SLIMS LTS 100 REG	5.0	21.1	-17.1	52.3	101	-13.9	-34.2	1,264	-126	-9.1	34	1,270	1,335	-6.5
VA SLIMS LTS 100 MEN	5.9	24.6	-17.9	61.8	114	-9.9	-30.6	1,442	-94	-6.1	50	1,437	1,520	-3.7
TOTAL VS LTS	10.9	45.7	-17.8	114.1	215	-11.8	-32.3	2,706	-220	-7.5	85	2,707	2,855	-5.0
VA SLIMS LTS 120 REG	4.8	19.6	-16.9	57.6	94	1.7	-26.6	1,185	-85	-6.7	36	1,187	1,248	-4.3
VA SLIMS LTS 120 MN	3.1	13.1	-20.8	40.3	68	-1.1	-29.3	854	-52	-5.7	26	854	900	-2.8
TOT VA SLIMS LTS 120	8.0	32.7	-18.6	98.0	162	0.5	-27.8	2,039	-136	-6.3	63	2,041	2,148	-3.7
VA SLIMS ULT LTS REG	5.6	22.8	-21.1	55.9	110	-15.6	-36.5	1,368	-101	-6.9	30	1,382	1,452	-3.4
VA SLIMS ULT LTS MEN	5.3	22.1	-13.0	53.6	102	-12.4	-32.3	1,280	21	1.7	41	1,279	1,348	4.9
TOT VA SLIMS ULTRAS	10.9	44.9	-17.3	109.4	212	-14.0	-34.5	2,648	-80	-2.9	71	2,661	2,800	0.4
VA SLIMS SUPER SLIMS	1.0	3.6	-22.6	9.8	19	-13.4	-34.7	236	-17	-6.7	6	237	249	-3.6
VA SLIMS SUPER SLIM MEN	1.6	7.0	-18.6	18.2	34	-10.3	-31.0	421	-17	-3.8	10	424	443	-1.2
TOT VS SUPER SLIMS	2.6	10.6	-20.0	28.0	53	-11.4	-32.4	656	-33	-4.8	16	661	692	-2.1
TOT VA SLIMS NON-MEN	21.0	86.2	-19.8	224.0	423	-11.8	-33.9	5,297	-462	-8.0	153	5,313	5,604	-5.2
TOT VA SLIMS MENTHOL	20.3	86.0	-17.7	223.4	410	-9.4	-31.7	5,189	-243	-4.5	180	5,172	5,473	-1.7
TOT VA SLIMS BOX	32.4	133.9	-17.9	349.5	642	-9.4	-31.8	8,049	-470	-5.5	235	8,070	8,495	-2.7
TOT VA SLIMS HALF CTN	0.0	0.0	100.0	0.0	0	0.0	100.0	0	0	100.0		0	100.0	100.0
VIRGINIA SLIMS	41.2	172.1	-18.8	447.4	833	-10.6	-32.8	10,486	-704	-6.3	333	10,485	11,077	-3.5
PARLIAMENT LTS BOX	7.6	43.1	2.7	88.1	150	-2.0	-26.4	2,015	17	0.8	162	1,912	2,128	3.3
PARLIAMENT LTS SP	1.5	6.6	-24.7	17.3	29	-1.0	-33.0	378	-50	-11.6	18	372	402	-8.6
TOT PARL 80/85	9.0	49.7	-2.1	105.4	179	-1.8	-27.6	2,393	-33	-1.3	180	2,284	2,530	1.2
PARLIAMENT LTS 100 SP	2.7	11.5	-52.0	31.8	75	-29.0	-54.0	868	-313	-28.5	-38	936	950	-21.9
PARL LIGHTS 100S RCB	1.4	10.6	100.0	23.1	16	100.0	100.0	293	293	100.0	82	217	270	100.0
TOTAL PARLIAMENT 100	4.1	22.1	-7.5	54.8	91	0.3	-20.6	1,161	-20	-1.7	44	1,164	1,220	0.3
PARL MENTHOL LTS FTB	0.4	2.3	-10.9	6.8	10	9.1	11.0	150	28	23.0	25	129	154	15.7
PARL MENTHOL LTS 100S	0.1	0.5	-12.5	1.3	2	-0.7	-26.1	29	1	3.7	2	28	31	7.4
TOT PARL MEN BOX	0.5	2.8	-11.2	7.9	12	7.4	2.5	179	29	19.5	27	157	184	14.2
PARLIAMENT	13.7	74.8	-4.1	168.2	282	-0.7	-24.4	3,733	-23	-0.6	251	3,695	3,934	1.5
PLAYERS 85 BOX	0.0	0.3	-29.9	0.8	3	-51.5	-39.9	19	-4	-18.8	-4	24	21	-16.5
PLAYERS 85 MEN BOX	0.1	0.3	-6.3	0.7	2	-53.3	-40.6	17	-2	-11.7	-3	21	18	-8.9
TOT PLAYERS 85 BLK	0.1	0.6	-20.8	1.5	5	-52.3	-40.2	36	-7	-15.7	-7	45	39	-13.1
PLAYERS 100 BOX	0.0	0.3	-26.2	0.7	2	-52.1	-50.2	17	-4	-18.8	-3	21	18	-14.9

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WEEK DAY=FRIDAY WEIGHT=0.243 WTD % OF WEEK=100.0 MONTH DAY=14 MONTH=23 DAYS LY MONTH=23 DAYS MTD % OF MONTH=60.1 YEAR DAY=252 YTD WEIGHT=50.355 YEAR=261 DAYS														
MTD % ADJ=1.3 YTD % ADJ=0.9 TOT YR WEIGHT=52.178														
	DAILY	WTD	%CHG	TOTAL	%DEV	%CHG VS		VOL DEV	%CHG	VOL DEV	ANNUAL	12 MM	12 MM	%BOX
	SALES	SALES	VS LY	MONTH	MTD VS	LY MTD	YTD	VS LY YTD	VS LY YTD	VS FIC	FORECAST	ADJUSTED	%CHG	
			WTD	MTD	FORECAST	FIC								
PLAYERS 100 MEN BOX	0.0	0.2	-19.4	0.5	2	-47.5	-33.8	12	-2	-14.6	-2	15	13	-13.7
TOT PLAYERS 100 BLK	0.1	0.4	-24.0	1.2	4	-50.2	-44.2	29	-6	-17.1	-6	36	31	-14.4
TOT PLAYERS BLK BX	0.2	1.0	-22.2	2.7	9	-51.4	-42.1	66	-13	-16.3	-12	81	70	-13.7
PLAYERS LTS 85 25 SP	0.0	0.1	10.5	0.3	1	-26.4	-16.9	6	-1	-18.9	-1	7	6	-18.6
PLAYERS LTS 85 MN 25 SP	0.0	0.0	-50.0	0.1		-55.1	-55.3	3	-1	-18.5		4	4	-17.0
TOT PLAYERS LTS 85 25	0.0	0.2	-10.3	0.4	1	-36.8	-32.0	9	-2	-18.8	-1	11	10	-18.0
PLAYERS LTS 100 REG 25	0.1	0.7	-37.9	2.0	6	-39.0	-36.7	48	-12	-19.2	-8	58	51	-17.4
PLAYERS LTS 100 MN 25	0.1	0.5	-35.0	1.2	3	-40.8	-39.3	30	-6	-16.7	-4	35	31	-15.4
TOT PLAYERS LTS 100 25	0.2	1.1	-36.7	3.3	9	-39.7	-37.7	78	-17	-18.3	-12	94	83	-16.7
TOT PLAYERS LTS 25	0.2	1.3	-34.4	3.6	10	-39.4	-37.1	67	-20	-18.4	-19	105	93	-16.8
PLAYERS	0.4	2.3	-29.4	6.3	19	-45.1	-39.3	153	-32	-17.5	-26	186	163	-15.5
CANPLAYERS REGULAR	0.0	0.1	-35.7	0.2		0.0	-21.2	3	0	-1.0		2	3	5.8
CAN PLAYERS MED REG	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	0	100.0
CAN PLAYERS LIGHT REG	0.0	0.1	-45.5	0.2		0.0	-26.4	5	0	-3.6		3	5	1.2
CAN PLAYERS LT SMTH RG	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	0	100.0
CAN PLAYERS EX LT REG	0.0	0.0	100.0	0.1		0.0	25.0	1	0	-2.1		1	1	-7.4
CAN PLAYERS LIGHT KS	0.0	0.0	16.7	0.1		0.0	0.0	2	0	-13.2		1	2	-13.1
CAN PLAYERS LT SMTH KS	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	0	100.0
CAN PLAYERS EX LT KS	0.0	0.0	100.0	0.0		0.0	100.0	0	0	9.1		0	0	-10.4
TOT CANADIAN PLAYERS	0.0	0.2	-11.6	0.6		0.0	-11.7	10	-1	-4.7		7	11	-1.9
SARATOGA 120 REG	0.9	3.9	-23.6	10.6	24	-25.7	-33.4	249	-32	-11.4	-5	264	263	-9.9
SARATOGA 120 MEN	0.4	1.8	-25.3	5.5	11	-18.5	-29.6	119	-13	-10.0	-3	126	125	-8.1
SARATOGA	1.3	5.7	-24.2	16.1	35	-23.4	-32.2	368	-45	-11.0	-8	390	388	-9.3
CAMBRIDGE FF 85	0.6	2.7	-56.6	7.5	34	-63.7	-60.9	255	-123	-32.6	-56	327	277	-29.7
CAMBRIDGE FF 100	4.2	11.0	4.8	29.2	70	-30.3	-8.7	580	-141	-19.5	-53	662	599	-19.4
TOT CAMBRIDGE FF	4.8	13.7	-18.0	36.7	104	-41.3	-28.3	836	-264	-24.0	-112	989	876	-23.0
CAMBRIDGE LTS 85 REG	4.2	10.5	-2.4	27.6	76	-39.2	-17.0	608	-199	-24.6	-79	718	632	-24.0
CAMBRIDGE LTS 85 MEN	0.5	2.4	-46.4	6.1	24	-57.0	-51.4	180	-58	-24.4	-36	227	184	-21.7
TOT CAMB LTS 85	4.7	12.9	-15.2	33.7	99	-43.5	-26.4	788	-257	-24.6	-117	945	826	-23.5
CAMBRIDGE LTS 100 REG	7.6	19.8	-0.2	53.0	125	-29.6	-4.7	1,042	-201	-18.2	-96	1,188	1,073	-16.6
CAMBRIDGE LTS MEN 100	4.2	12.1	-16.0	32.4	78	-30.5	-18.4	644	-43	-6.3	-61	736	670	-5.8
TOT CAMB LTS 100	11.8	31.9	-8.9	85.4	203	-29.9	-10.4	1,686	-244	-12.7	-157	1,924	1,743	-12.8
TOT CAMB LTS	16.6	44.8	-9.5	119.1	302	-34.4	-15.6	2,474	-501	-18.8	-274	2,869	2,569	-18.5
CAMBRIDGE ULTRA 100	4.7	13.0	-22.2	35.0	95	-38.7	-22.5	765	-200	-20.7	-100	903	799	-20.5
CAMBRIDGE LOWEST 85	0.2	0.8	-34.9	2.1	7	-47.0	-42.8	50	-16	-23.7	-11	64	54	-21.6
CAMBRIDGE LOWEST 100	0.4	1.9	-45.2	5.5	19	-53.0	-48.2	146	-45	-23.7	-32	185	157	-21.1
TOT CAMBRIDGE LOWEST	0.6	2.6	-42.6	7.6	26	-61.5	-46.8	196	-61	-23.7	-42	249	211	-21.2
TOT CAMB NON-MEN	21.9	59.6	-13.1	159.8	426	-37.5	-19.8	3,447	-925	-21.2	-429	4,046	3,581	-20.7
TOT CAMB MENTHOL	4.8	14.5	-23.2	38.5	101	-36.7	-26.4	824	-101	-11.0	-99	963	864	-9.9
CAMBRIDGE	26.6	74.1	-15.3	198.3	527	-37.4	-21.2	4,272	-1,027	-19.4	-528	5,010	4,455	-18.8
ALPINE FULL FLAVOR BOX	0.0	0.0	-85.7	0.1		-8.3	-66.1	5	-1	-21.7		4	5	-16.1
ALPINE 85 PV	0.2	1.7	-32.1	4.3	5	35.3	-43.2	113	-29	-20.6	12	104	121	-18.7
ALPINE 100S PV	0.6	2.6	-29.4	5.9	8	29.2	-47.6	162	-41	-20.3	16	149	172	-18.2
TOT ALPINE FULL FLAVOR	0.8	4.3	-32.0	10.3	13	31.0	-46.2	280	-72	-20.5	28	257	298	-18.4
ALPINE LIGHTS BOX	0.0	0.1	-59.1	0.4		57.2	-42.6	8	-2	-18.6	1	8	9	-14.9
ALPINE LTS 85 PV	0.4	2.1	-39.3	5.9	7	45.7	-40.8	146	-40	-21.4	15	134	156	-19.6

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MTD % ADJ=1.3 YTD % ADJ=0.9 TOT YR WEIGHT=52.178															
	DAILY	WTD	%CHG	TOTAL	%DEV	%CHG VS		VOL DEV	%CHG	VOL DEV	ANNUAL	12 MM	12 MM		
	SALES	SALES	VS LY	MONTH	MTD VS	LY MTD	YTD	VS LY YTD	VS LY YTD	VS F/C	FORECAST	ADJUSTED	%CHG	%BOX	
			WTD	MTD	FORECAST	F/C									
ALPINE LTS 100 PV	0.7	3.2	-45.0	9.2	12	29.7	-49.3	250	-74	-22.9	23	232	268	-20.4	
TOT ALPINE LIGHTS	1.1	5.4	-43.3	15.5	19	36.0	-48.2	405	-116	-22.3	39	373	433	-20.0	2.1
ALPINE (PV)	1.9	8.7	-38.8	25.8	32	34.0	-46.2	685	-188	-21.5	67	830	732	-19.3	1.9
BRISTOL LIGHTS KINGS	0.1	0.3	-49.5	0.9	6	-78.1	-53.4	29	-13	-31.4	-15	47	31	-29.8	
BRISTOL LIGHTS MEN	0.0	0.2	-54.1	0.5	3	-67.9	-48.1	12	-5	-29.3	-6	19	13	-26.5	
BRISTOL LIGHTS 100	0.1	0.5	-42.9	1.0	8	-78.2	-55.5	35	-17	-32.9	-19	57	38	-31.1	
BRISTOL LTS 100 MEN	0.1	0.3	-58.1	0.9	5	-69.4	-43.0	24	-8	-28.0	-12	37	25	-25.3	
TOT BRISTOL LT	0.3	1.2	-50.2	3.3	22	-74.3	-50.9	100	-44	-30.5	-51	160	107	-28.9	
BRISTOL FULL FLAVOR KS	0.2	0.5	-40.2	1.2	8	-75.8	-52.0	37	-18	-29.9	-19	59	39	-28.5	
BRISTOL FULL FLAVOR 100	0.1	0.6	-37.7	1.6	10	-72.5	-45.5	45	-17	-28.0	-23	71	48	-26.6	
BRISTOL NON-FILTER KS	0.0	0.1	-48.8	0.4	3	-78.8	-48.3	12	-5	-29.5	-6	20	13	-27.2	
TOT BRISTOL FF	0.3	1.2	-40.1	3.1	20	-74.3	-48.4	94	-38	-29.0	-48	150	100	-27.5	
BRISTOL LOWEST 85	0.0	0.0	-71.4	0.0		-83.8	-61.1	2	-1	-28.6	-1	3	2	-28.9	
BRISTOL LOWEST 100	0.0	0.0	-22.2	0.1	1	-73.3	-47.5	4	-2	-28.2	-2	6	4	-26.9	
TOT BRISTOL LOWEST	0.0	0.1	-43.8	0.2	1	-77.1	-51.7	6	-2	-28.4	-3	9	6	-27.6	
TOT BRISTOL ULTRA LT	0.0	0.2	-62.9	0.5	4	-77.1	-59.1	18	-8	-32.1	-9	28	19	-29.8	
BRISTOL	0.7	2.6	-47.2	7.2	47	-74.8	-50.8	217	-93	-29.9	-111	347	233	-28.3	
BUCKS KINGS	0.0	0.1	-77.3	0.4	2	-71.8	-51.5	13	-8	-33.5	-6	20	14	-32.8	
BUCKS LIGHTS KINGS	0.0	0.1	-84.7	0.5	3	-71.1	-58.6	15	-7	-30.5	-6	22	16	-29.5	
BUCKS	0.0	0.2	-70.9	0.9	5	-71.4	-55.6	28	-13	-31.9	-12	42	30	-31.0	
COMMANDER REGULAR	0.0	0.1	-34.6	0.3	1	-46.0	-30.0	7	-2	-19.2	-1	8	7	-19.1	
COMMANDER KING	0.2	0.8	-42.3	2.1	7	-49.2	-44.3	53	-13	-19.3	-8	63	56	-16.7	
COMMANDER	0.2	0.9	-41.5	2.4	8	-48.9	-42.8	59	-14	-19.3	-9	72	64	-17.0	
BASIC FF 85 REG	16.2	64.1	19.6	142.9	164	45.2	7.3	2,199	-205	-8.5	74	2,191	2,277	-7.3	
BASIC FILTER BOX	4.1	21.5	41.5	50.3	75	12.2	15.4	1,025	87	9.2	59	986	1,043	7.8	100.0
BASIC FF 100 REG	15.9	63.7	0.0	142.4	173	36.5	-11.9	2,303	-989	-29.6	53	2,320	2,428	-27.7	
BASIC LIGHTS 85 REG	14.4	61.0	23.1	133.2	156	42.2	1.2	2,109	-234	-10.0	93	2,078	2,192	-8.5	
BASIC LIGHTS BOX	4.3	20.7	48.7	50.5	76	11.0	26.9	1,049	116	12.4	70	1,009	1,059	10.1	100.0
BASIC LIGHTS 85 MEN	5.3	24.5	-10.9	58.9	86	10.5	-24.2	1,158	-108	-8.5	44	1,146	1,214	-8.1	
BASIC LIGHTS 100 REG	17.5	71.2	-5.5	167.0	203	36.6	-13.6	2,708	-1,070	-28.3	66	2,724	2,859	-26.2	
BASIC LIGHTS 100 MEN	13.3	59.7	10.2	140.9	184	27.7	-0.2	2,411	-4	-0.2	38	2,448	2,494	1.0	
BASIC ULTRA LIGHTS 85	5.4	23.4	-7.2	54.2	78	15.0	-23.7	1,047	-153	-12.7	31	1,048	1,103	-10.3	
BASIC ULTRA LIGHTS 100	13.2	58.1	15.1	140.1	185	25.9	1.5	2,483	24	1.0	87	2,470	2,549	1.9	
BASIC MENTHOL KS	2.1	9.9	13.7	24.9	31	34.9	-5.5	423	5	1.2	26	409	438	3.3	
BASIC FILTER 100S BOX	3.8	17.4	100.0	44.1	63	-11.7	100.0	1,038	1,035	100.0	-17	1,087	993	100.0	100.0
BASIC LIGHTS 100 BOX	4.7	21.9	100.0	54.0	88	3.9	100.0	1,119	1,118	100.0	18	1,135	1,086	100.0	100.0
BASIC MENTHOL BOX	1.1	5.1	21.2	12.3	16	27.0	5.2	212	-11	-5.0	3	215	217	-8.8	100.0
BASIC MENTHOL 100S	3.4	14.6	17.2	38.0	48	29.1	-10.4	637	-29	-4.3	34	622	662	-2.4	
BASIC FF 85 NON-FILTER	2.6	11.7	12.1	28.6	35	34.3	-11.1	477	-72	-13.1	17	474	498	-11.7	
TOTAL BASIC NON-MENTHOL	102.0	434.8	21.4	1,007.3	1,316	27.4	6.7	17,537	-323	-1.8	530	17,532	18,087	-1.3	23.0
TOTAL BASIC MENTHOL	25.2	113.7	6.3	270.9	362	24.4	-8.0	4,838	-147	-2.9	145	4,838	5,025	-1.5	4.3
TOTAL BASIC BOX	17.9	86.6	100.0	211.2	336	4.8	100.0	4,441	2,344	100.0	133	4,442	4,378	100.0	100.0
TOTAL BASIC SOFT	109.3	481.8	7.1	1,087.1	1,342	32.3	-8.7	17,934	-2,813	-13.6	542	17,927	18,714	-11.9	
TOTAL BASIC KINGS	55.4	241.8	16.0	553.7	716	28.6	-1.9	9,696	-574	-5.6	417	9,585	10,041	-4.6	23.1
TOTAL BASIC 100S	71.8	308.6	19.5	724.5	962	25.4	7.5	12,679	105	0.8	258	12,805	13,051	1.3	15.8
TOTAL BASIC KING SOFT	46.0	194.5	11.2	440.7	550	33.3	-6.1	7,410	-766	-9.4	284	7,345	7,722	-7.6	

2071849243

PM-USA MANAGEMENT WEEKLY SALES NATIONAL

12/18/1998

WEEK DAY=FRIDAY	WEIGHT=0.243	WTD % OF WEEK=100.0	MONTH DAY=14	MONTH=23 DAYS	LY MONTH=23 DAYS	MTD % OF MONTH=60.1	YEAR DAY=252	YTD WEIGHT=50.355	YEAR=261 DAYS					
MTD % ADJ=1.3 YTD % ADJ=0.9 TOT YR WEIGHT=52.178														
	DAILY	WTD	%CHG	TOTAL	%DEV	%CHG VS	VOL DEV	%CHG	VOL DEV	12 MM	12 MM	%BOX		
	SALES	SALES	VS LY	MONTH	MTD VS	LY MTD	VS LY YTD	VS LY YTD	VS LY YTD	ANNUAL	CALENDAR	%CHG		
			WTD	MTD	FORECAST	FC				FORECAST	ADJUSTED			
TOTAL BASIC K S NON-MEN	38.6	180.1	15.4	358.9	434	37.8	-2.5	5,832	-663	-10.2	215	5,790	6,070	-8.6
TOTAL BASIC K S MENTHOL	7.4	34.3	-5.0	81.8	116	16.9	-19.3	1,578	-103	-6.1	70	1,555	1,652	-3.8
TOT BASIC FF K S NON-MEN	18.8	75.8	18.3	171.6	199	43.3	3.7	2,878	-276	-9.4	90	2,865	2,775	-8.1
TOTAL BASIC 100 SOFT	63.3	267.3	4.4	626.4	792	31.8	-7.1	10,523	-2,048	-16.3	257	10,582	10,992	-14.7
TOTAL BASIC 100 S NON-MEN	46.8	193.1	1.8	449.5	562	33.1	-8.8	7,475	-2,015	-21.2	185	7,514	7,836	-19.5
TOTAL BASIC 100 S MENTHOL	16.7	74.2	11.5	176.9	230	28.0	-2.5	3,048	-93	-1.1	72	3,088	3,156	0.3
TOTAL BASIC KINGS BOX	9.4	47.3	41.1	113.0	166	13.1	19.0	2,286	191	8.1	132	2,220	2,319	7.0
TOTAL BASIC K BOX NON-MEN	8.4	42.2	44.0	100.8	150	11.8	20.9	2,074	203	10.8	129	2,005	2,102	8.9
TOTAL BASIC BOX 100S	8.5	39.3	100.0	98.1	170	-3.7	100.0	2,156	2,152	100.0	1	2,223	2,059	100.0
TOTAL BASIC FULL FLAVOR	49.2	208.0	23.5	481.5	624	28.5	7.3	8,312	-159	-1.9	247	8,314	8,555	-1.5
TOTAL BASIC FF NON-MEN	42.6	178.5	24.7	408.3	531	28.1	10.2	7,041	-124	-1.7	185	7,068	7,239	-1.5
TOTAL BASIC FF MENTHOL	6.6	29.5	16.7	73.1	93	30.6	-6.4	1,272	-35	-2.7	63	1,246	1,316	-1.7
TOTAL BASIC LIGHTS	59.5	258.9	17.3	602.5	791	26.8	3.7	10,552	-182	-1.7	330	10,538	10,885	-1.0
TOTAL BASIC LTS NON-MEN	40.9	174.8	25.6	404.7	521	29.1	11.0	6,986	-70	-1.0	248	6,945	7,176	-0.8
TOTAL BASIC LTS MENTHOL	18.8	84.2	3.1	197.8	269	22.2	-8.5	3,567	-112	-3.0	82	3,592	3,709	-1.4
TOTAL BASIC ULTRA LTS	18.6	81.5	7.6	194.3	264	22.7	-7.1	3,510	-129	-3.5	98	3,518	3,652	-2.1
TOT BASIC	127.2	548.4	18.0	1,278.2	1,678	26.8	3.2	22,375	-469	-2.1	875	22,370	23,092	-1.4
BEST BUY NON-FILTER	0.3	0.5	7.1	1.1	2	-4.7	-73.7	24	-24	-50.5	1	24	30	-38.0
BEST BUY 85 REG	0.4	0.9	8.3	2.1	4	-12.3	-63.7	49	-49	-49.6	2	49	58	-42.7
BEST BUY FF 85 MEN	0.3	0.9	100.0	2.1	4	-3.5	-34.1	46	-19	-29.3	1	46	49	-26.9
BEST BUY 100 REG	0.5	1.4	-34.3	3.5	7	-12.8	-58.2	83	-69	-45.3	1	84	96	-39.3
BEST BUY FF 100 MEN	0.6	1.9	-28.3	4.6	12	-35.6	-55.2	146	-36	-19.9	2	148	156	-16.8
BEST BUY LTS 85 REG	0.3	0.6	-2.1	1.2	2	-14.5	-60.2	31	-28	-47.6	1	30	35	-41.9
BEST BUY LTS 85 MEN	0.1	0.3	-22.9	1.0	2	-14.1	-51.5	22	-14	-36.3		23	25	-34.0
BEST BUY LTS 100 REG	0.4	0.8	24.1	1.8	3	-11.8	-52.6	44	-42	-48.7	2	44	52	-42.7
BEST BUY LTS 100 MEN	0.3	0.6	-22.4	1.4	3	-20.3	-59.4	37	-27	-42.4		37	42	-37.0
BEST BUY ULTRA LTS 85 R	0.1	0.3	-30.0	0.9	1	1.0	-56.2	17	-17	-49.1		17	20	-42.6
BEST BUY ULTRA LTS 100R	0.4	0.8	-3.0	1.6	3	-13.1	-62.0	39	-35	-47.7		39	45	-40.7
BEST BUY FULL FLVR BOX	0.2	0.4	100.0	0.6	1	18.3	-52.3	14	-8	-36.9	3	12	17	-24.9
BEST BUY F FLVR 100 BX	0.2	0.4	80.0	0.7	1	11.3	-64.8	17	-10	-38.5	3	14	21	-21.7
BEST BUY FF MN 100S BX	0.1	0.1	33.3	0.3	1	-36.2	-35.7	10	-3	-22.3		10	10	-20.4
TOT BEST BUY BOX	0.6	1.0	100.0	1.7	3	-0.6	-56.8	40	-21	-34.7		36	48	-22.5
TOT BEST BUY	4.1	9.9	-5.8	23.1	46	-17.0	-57.4	577	-380	-39.7	16	579	658	-33.8
AMER VALUE NON-FILTER	0.0	0.0	-100.0	0.0		-100.0	-100.0	1	-1	-53.2		1	1	-57.1
AMER VALUE 85 REG	0.0	0.1	-30.8	0.3		-14.8	-38.9	5	-4	-41.2		6	6	-42.0
AMER VALUE 85 MEN	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	0	100.0
AMER VALUE 100 REG	0.0	0.1	-37.5	0.3		2.1	-35.1	5	-4	-43.7		6	6	-43.4
AMER VALUE 100 MEN	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	0	100.0
AMER VALUE LTS 85 REG	0.0	0.1	-52.6	0.3	1	-14.6	-48.9	6	-4	-38.0	-1	7	6	-36.8
AMER VALUE LTS 85 MEN	0.0	0.1	-47.1	0.3	1	-7.8	-41.2	6	-3	-29.2		7	6	-28.9
AMER VALUE LTS 100 REG	0.0	0.1	-43.8	0.3	1	-7.9	-35.1	6	-4	-43.0		6	6	-43.3
AMER VALUE LTS 100 MEN	0.0	0.1	-47.4	0.3	1	-11.5	-39.3	6	-4	-35.8		7	7	-36.3
AMER VALUE ULTS 85 REG	0.0	0.1	-72.7	0.3	1	-22.2	-55.8	7	-3	-33.9		7	7	-32.2
AMER VALUE ULTS 85 MEN	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	0	100.0
AMER VALUE ULTS 100 REG	0.0	0.2	-40.8	0.5	1	-16.6	-50.0	11	-8	-40.7	-1	13	12	-89.3
AMER VALUE ULTS 100 MEN	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	0	100.0
TOT AMER VALUE	0.1	1.0	-48.1	2.6	5	-13.5	-44.5	53	-34	-38.8	-4	59	56	-38.4
ROYALE LIGHTS	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	0	100.0
ROYALE LIGHTS MEN	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	0	100.0

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12/18/1998

WEEK DAY=FRIDAY WEIGHT=0.243 WTD % OF WEEK=100.0 MONTH DAY=14 MONTH=23 DAYS LY MONTH=23 DAYS MTD % OF MONTH=60.1 YEAR DAY=252 YTD WEIGHT=50.355 YEAR=261 DAYS														
MTD % ADJ=1.3 YTD % ADJ=0.9 TOT YR WEIGHT=52.178														
	DAILY	WTD	%CHG	TOTAL	%DEV									%BOX
	SALES	SALES	VS LY	MONTH	MTD VS	%CHG VS	YTD	VOL DEV	%CHG	VOL DEV	ANNUAL	12 MM	12 MM	
			WTD	FORECAST	F/C	LY MTD		VS LY YTD	VS LY YTD	VS F/C	FORECAST	ADJUSTED	%CHG	
ROYALE LIGHTS 100S	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	100.0	
ROYALE LIGHTS 100 MEN	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	100.0	
TOT ROYALE	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	100.0	
F&L KINGS LTS BOX	0.0	0.0	-100.0	0.0		-100.0	-100.0	2	-5	-69.7	-1	3	-67.9	100.0
F&L MENTHOL KING	0.0	0.0	-100.0	0.0		0.0	-100.0	0	0	-100.0		0	-100.0	
F&L LITES KING	0.0	0.0	-100.0	0.0		-89.5	-98.3	2	-3	-65.8	-1	2	-64.4	
F&L LITES 100S	0.0	0.0	-100.0	0.0		-82.1	-94.2	4	-9	-69.9	-1	5	-66.4	
F&L LITES 100 MEN	0.0	0.0	-75.0	0.0		-91.9	-97.3	2	-5	-66.2	-1	3	-64.5	
F&L ULT LITES 100	0.0	0.0	-100.0	0.0		-83.2	-94.7	3	-9	-73.8	-1	4	-70.1	
F&L FILTER KINGS	0.0	0.0	100.0	0.0		-100.0	-100.0	0	-1	-70.9		1	-68.9	
F&L FILTER 100S	0.0	0.0	100.0	0.0		-100.0	-100.0	1	-2	-72.2		1	-74.3	
F&L FILTER MEN 100S	0.0	0.0	-100.0	0.0		-100.0	-100.0	0	0	-51.9		0	-72.1	
F&L FILTER ULTRA LTS	0.0	0.0	-100.0	0.0		-100.0	-100.0	0	-1	-67.1		0	-74.2	
TOT F&L	0.0	0.0	-97.8	0.1	2	-89.6	-98.5	15	-35	-70.4	-6	21	-68.6	14.6
GRIDLOCK NONFILTER	0.0	0.0	-83.3	0.0		-83.1	-92.9	2	-3	-68.9	-1	3	-60.0	
GRIDLOCK KINGS	0.0	0.0	-100.0	0.0		-78.2	-85.7	2	-1	-40.4		2	-49.1	
GRIDLOCK FF 100	0.0	0.0	-100.0	0.0		-92.0	-96.4	3	-3	-55.9		3	-56.6	
GRIDLOCK LTS 100	0.0	0.0	-100.0	0.1		-37.7	-70.0	2	-2	-51.5		2	-56.4	
GRIDLOCK ULTRA 100	0.0	0.0	-100.0	0.0		-74.0	-87.5	2	-3	-59.8		3	-60.4	
TOT GRIDLOCK	0.0	0.0	-93.9	0.2	1	-74.4	-87.7	11	-13	-54.7	-2	13	-57.1	
NO FRILLS FF KINGS	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	100.0	
NO FRILLS FF 100S	0.0	0.0	-88.7	0.1		-5.5	-37.5	1	0	-29.7		1	-23.2	
NO FRILLS LIGHTS	0.0	0.0	-88.7	0.0		-17.0	-42.9	1	-1	-33.5		1	-35.0	
NO FRILLS LTS 100	0.0	0.0	-33.3	0.1		-18.6	-50.0	1	-1	-35.0		2	-34.0	
NO FRILLS LTS MEN	0.0	0.0	-50.0	0.0		3.3	-20.0	1	0	-30.6		1	-31.6	
NO FRILLS MEN LTS 100S	0.0	0.0	100.0	0.0		0.0	100.0	0	0	100.0		0	100.0	
NO FRILLS ULTRA LT KING	0.0	0.0	0.0	0.0		-7.9	-50.0	0	0	-38.5		1	-35.8	
NO FRILLS ULTRA 100	0.0	0.0	-33.3	0.1		-30.3	-44.4	2	-1	-26.2		2	-26.8	
TOT NO FRILLS	0.0	0.1	-48.7	0.3	1	-15.2	-41.9	7	-3	-31.4		7	-30.6	
GENCO NONFILTER KINGS	0.1	0.2	-60.0	0.5	1	-47.0	-74.3	19	-10	-35.7	1	18	-29.8	
GENCO FF MEN KS	0.1	0.3	-59.6	0.6	2	-46.7	-67.1	23	-10	-31.6		23	-26.6	
GENCO FF KINGS	0.2	0.6	-70.7	1.5	6	-53.3	-75.2	67	-42	-38.2		69	-32.7	
GENCO FF 100S	0.2	0.7	-78.6	1.7	7	-61.2	-78.5	86	-49	-36.4	-1	90	-30.4	
GENCO FF MEN 100S	0.0	0.4	-62.9	1.1	4	-49.4	-65.3	43	-16	-27.8		45	-23.4	
GENCO LTS KINGS	0.1	0.5	-74.9	1.3	5	-53.6	-75.9	58	-34	-37.1	1	60	-30.5	
GENCO LTS MEN KINGS	0.1	0.4	-66.7	1.0	3	-51.0	-75.1	41	-20	-32.8	1	41	-25.3	
GENCO LTS 100S	0.1	0.5	-75.1	1.4	5	-57.5	-78.3	67	-41	-38.1	2	68	-31.5	
GENCO LTS 100 MEN	0.1	0.5	-72.1	1.3	4	-48.0	-73.4	51	-29	-36.4	1	52	-29.9	
GENCO ULTRA LT KINGS	0.1	0.5	-71.4	1.1	4	-60.6	-80.0	54	-29	-35.0	1	56	-27.2	
GENCO ULTS LTS 100S	0.2	0.7	-71.7	1.9	7	-51.8	-77.6	82	-48	-37.2	2	83	-29.7	
GENCO LIGHTS KS BOX	0.0	0.0	-89.3	0.1	1	-80.6	-88.7	15	-2	-14.0		16	-11.2	100.0
GENCO FULL FLVR KS BOX	0.0	0.0	-78.9	0.1	2	-88.1	-83.0	18	-1	-7.0		19	-5.2	100.0
GENCO FULL FLVR 100 BX	0.0	0.1	-73.1	0.2	1	-74.8	-82.4	13	-4	-25.7	1	13	-18.6	100.0
TOTAL GENCO BOX	0.0	0.2	-80.8	0.3	4	-85.4	-84.4	45	-8	-16.3		47	-11.4	100.0
TOTAL GENCO	1.3	5.5	-72.2	13.6	52	-56.4	-78.2	637	-339	-34.7	7	651	-28.4	6.8
SHIELD FF KINGS	0.0	0.1	-55.0	0.4	1	-34.3	-52.9	11	-8	-44.7	-1	12	-45.0	
SHIELD FF MENTHOL	0.0	0.0	-75.0	0.2	1	-45.4	-52.6	7	-4	-34.4	-1	8	-35.4	
SHIELD FF 100	0.0	0.2	-32.0	0.5	1	-34.4	-50.0	14	-10	-42.4	-2	16	-42.1	
SHIELD FF 100S MEN	0.0	0.1	-47.8	0.5	1	-31.6	-41.2	13	-5	-27.8	-1	14	-27.2	
SHIELD LTS KINGS	0.0	0.1	-16.7	0.3	1	-18.8	-31.6	7	-6	-44.0	-1	8	-44.7	

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MTD % ADJ=1.3 YTD % ADJ=0.9 TOT YR WEIGHT=52.178														
	DAILY	WTD	%CHG	TOTAL		%DEV	%CHG VS		VOL DEV		%CHG	VOL DEV		12 MM
	SALES	SALES	VS LY	MTD	MONTH	MTD VS	LY MTD	YTD	VS LY YTD	VS LY YTD	YTD	VS LY YTD	ANNUAL	12 MM
			WTD	FORECAST		F/C							FORECAST	CALENDAR
														ADJUSTED
														%CHG
														%BOX
SHIELD LTS KINGS MEN	0.0	0.1	0.0	0.2		-30.0	-37.5	5	-3	-41.8	-1	5	5	-41.6
SHIELD LTS 100S	0.0	0.1	-66.7	0.3	1	-38.2	-58.0	7	-7	-50.2	-1	8	8	-49.1
SHIELD LTS 100S MEN	0.0	0.1	-64.3	0.2	1	-31.0	-45.9	6	-5	-43.1	-1	7	7	-43.1
SHIELD ULTRA LTS KINGS	0.0	0.0	-55.6	0.2		-38.4	-39.1	5	-4	-43.7	-1	5	5	-44.4
SHIELD ULTRA LTS 100S	0.0	0.1	-68.8	0.2	1	-53.9	-65.4	8	-8	-49.3	-1	10	9	-48.2
SHIELD NON-FILTER KS	0.0	0.0	-85.7	0.1		-58.6	-69.0	5	-3	-42.2	-1	5	5	-40.9
TOT SHIELD	0.1	1.0	-51.2	3.1	8	-38.8	-50.1	86	-63	-42.1	-10	99	93	-41.9
MONEY MENTHOL KINGS	0.0	0.0	-100.0	0.0		-84.4	-90.9	1	-1	-46.6		2	1	-52.7
BIG MONEY MENTHOL 100	0.0	0.0	-40.0	0.0		-61.5	-78.9	2	-2	-43.5		3	2	-47.9
TOTAL MONEY	0.0	0.0	-70.0	0.1		-70.3	-83.3	3	-3	-44.7	-1	4	4	-49.7
PREMIUM BUY FF KS	0.0	0.4	-48.4	1.8	3	4.2	-43.7	32	-24	-43.4	-2	34	34	-41.5
PREMIUM BUY FF 100S	0.1	0.5	-78.6	3.6	6	-6.8	-60.1	71	-46	-39.2	-4	78	78	-35.3
PREMIUM BUY LIGHTS	0.0	0.1	-69.6	0.9	1	13.7	-2.7	15	-17	-53.8		16	15	-55.0
PREMIUM BUY LIGHTS MEN	0.0	0.1	-61.5	0.3	1	-39.8	-70.4	8	-7	-47.3	-1	10	9	-42.0
PREMIUM BUY LIGHT 100S	0.0	0.4	-81.3	3.0	4	17.0	-45.4	50	-32	-39.1	-1	53	54	-36.9
PREMIUM BUY LT MEN 100	0.0	0.2	-76.8	1.7	3	-11.9	-55.7	37	-23	-37.9	-2	40	40	-34.9
PREMIUM BUY ULTRA LTS	0.0	0.0	-76.9	0.2	1	-61.8	-75.4	8	-8	-50.4	-2	10	9	-47.8
PREMIUM BUY UL LT 100S	0.0	0.6	-42.5	2.6	4	0.1	-52.0	48	-28	-36.9	-2	52	52	-34.1
PREMIUM BUY NON-FILTER	0.0	0.1	-81.0	0.5	1	-39.6	-71.7	14	-8	-38.0	-2	16	15	-32.9
TOT PREMIUM BUY	0.2	2.2	-71.8	14.4	25	-4.5	-53.6	287	-192	-40.0	-11	309	311	-37.3
TOP CHOICE NON-FILTER	0.0	0.0	-100.0	0.0		-9.2	-50.0	1	0	-28.9		1	1	-25.6
TOP CHOICE FULL FLAVOR	0.0	0.0	-60.0	0.1		-21.6	-48.7	2	-1	-22.7		3	2	-22.4
TOP CHOICE 100S	0.0	0.0	-40.0	0.1		-1.0	-23.1	2	-1	-30.5		3	2	-31.4
TOP CHOICE 100S MEN	0.0	0.0	-50.0	0.1		-15.7	-35.7	2	-1	-18.6		3	3	-18.6
TOP CHOICE LIGHTS	0.0	0.0	-33.3	0.0		-24.4	-50.0	1	0	-21.9		1	1	-28.0
TOP CHOICE LIGHTS MEN	0.0	0.0	-66.7	0.1		-16.0	-50.0	1	0	-18.7		1	1	-17.7
TOP CHOICE LIGHTS 100S	0.0	0.0	-33.3	0.1		-29.4	-50.0	2	-1	-30.6		2	2	-30.7
TOP CHOICE LTS 100 MEN	0.0	0.0	-66.7	0.1		-18.6	-43.8	2	-1	-29.2		3	3	-27.9
TOP CHOICE ULTRA LTS	0.0	0.0	-50.0	0.0		-8.6	-50.0	1	0	-28.4		1	1	-27.1
TOP CHOICE UL LTS 100S	0.0	0.0	0.0	0.1		-8.7	-37.5	1	0	-27.2		1	1	-25.8
TOT TOP CHOICE	0.0	0.2	-51.4	0.7	1	-15.7	-42.5	16	-8	-25.7	-1	18	18	-25.6
BRONSON NON-FILTER KS	0.0	0.3	5.0	0.7	1	28.8	-15.7	11	-2	-15.9		12	12	-14.1
BRONSON FULL FLAVOR KS	0.0	0.6	-12.7	1.6	2	37.5	-29.3	23	-13	-35.0		24	26	-33.9
BRONSON FULL FLAVOR MN	0.0	0.2	-33.3	0.6	1	16.4	-30.1	11	-3	-23.0		11	11	-21.5
BRONSON FULL FLVR 100S	0.0	1.2	-4.6	3.4	4	38.3	-27.6	53	-20	-27.1	2	53	57	-24.5
BRONSON FF MENTHOL 100	0.0	0.4	-23.8	1.1	1	30.1	-30.1	18	-8	-24.7		18	20	-21.9
BRONSON LIGHTS KS	0.0	0.4	-38.6	1.4	2	29.3	-35.4	22	-12	-34.3		22	24	-31.9
BRONSON LIGHTS MEN KS	0.0	0.2	-20.0	0.7	1	31.8	-28.5	11	-3	-22.4		12	12	-20.0
BRONSON LIGHTS 100S	0.0	1.1	-17.1	3.3	4	39.5	-29.5	49	-19	-27.9	1	49	53	-24.8
BRONSON LIGHTS MN 100S	0.0	0.6	-26.5	1.7	2	32.4	-28.9	27	-9	-24.4	1	27	29	-21.2
BRONSON ULTRA LIGHTS	0.0	0.4	-3.1	1.2	1	42.9	-24.8	18	-8	-24.6	1	18	19	-21.3
BRONSON ULTRA LTS 100S	0.0	0.9	-19.6	2.7	3	42.6	-26.9	40	-14	-25.1	1	40	44	-22.1
BRONSON FF KS BOX	0.0	0.3	22.2	0.7	1	60.8	-21.6	10	3	38.4	1	9	11	71.0
BRONSON LIGHTS KS BOX	0.0	0.2	26.7	0.7	1	82.3	-6.6	8	2	40.2	1	8	9	89.1
TOTAL BRONSON	0.0	6.8	-16.6	19.9	24	37.6	-27.6	303	-101	-24.9	8	304	328	-21.9
SHENANDOAH NON-FILTER	0.0	0.0	-100.0	0.0		-100.0	-100.0	0	-1	-80.2		0	0	-75.2
SHENANDOAH FF KINGS	0.0	0.0	-100.0	0.0		-100.0	-100.0	0	-2	-87.7		0	0	-83.1
SHENANDOAH MENTHOL KS	0.0	0.0	-100.0	0.0		-100.0	-100.0	0	-1	-81.5		0	0	-78.1
SHENANDOAH FF 100S	0.0	0.0	-100.0	0.0		-100.0	-100.0	0	-3	-88.8		1	1	-84.1
SHENANDOAH MENTHOL 100	0.0	0.0	-100.0	0.0		-100.0	-100.0	0	-2	-88.8		0	0	-83.7

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PM-USA MANAGEMENT WEEKLY SALES NATIONAL

12/18/1998

WEEK DAY=FRIDAY WEIGHT=0.243 WTD % OF WEEK=100.0 MONTH DAY=14 MONTH=23 DAYS LY MONTH=23 DAYS MTD % OF MONTH=60.1 YEAR DAY=252 YTD WEIGHT=50.355 YEAR=261 DAYS														
MTD % ADJ=1.3 YTD % ADJ=0.9 TOT YR WEIGHT=52.178														
	DAILY	WTD	%CHG	TOTAL	%DEV									
	SALES	SALES	VS LY	MONTH	MTD VS	% CHG VS		VOL DEV	% CHG		ANNUAL	12 MM	12 MM	%BOY
			WTD	MTD	FORECAST	LY MTD	YTD	VS LY YTD	VS LY YTD	VS F/C	FORECAST	ADJUSTED	%CHG	
SHENANDOAH LIGHTS KS	0.0	0.0	-100.0	0.0		-100.0	0	-1	-87.3			0	-82.6	
SHENANDOAH LTS MEN KS	0.0	0.0	100.0	0.0		-100.0	0	0	-81.3			0	-59.8	
SHENANDOAH LIGHTS 100S	0.0	0.0	-100.0	0.0		-100.0	0	-2	-88.8			0	-83.9	
SHENANDOAH LTS MEN 100	0.0	0.0	-100.0	0.0		-100.0	0	-2	-86.5			0	-81.1	
SHENANDOAH ULTRA LT KS	0.0	0.0	-100.0	0.0		-100.0	0	-1	-80.3			0	-76.6	
SHENANDOAH ULT 100S	0.0	0.0	100.0	0.0		-100.0	0	-1	-88.1			0	-82.9	
TOTAL SHENANDOAH	0.0	0.0	-100.0	0.0		-100.0	2	-16	-86.2	-2	4	3	-81.5	
GENERALS FULL FLAVOR	0.0	0.1	100.0	0.1		-84.2	5	-3	-36.7		5	5	-30.6	
GENERALS F F MENTHOL	0.0	0.0	-100.0	0.0		-100.0	1	-1	-29.1		1	2	-19.9	
GENERALS 100S	0.0	0.0	-87.5	0.0		-95.0	5	-3	-37.4		5	5	-29.6	
GENERALS 100S MENTHOL	0.0	0.0	-100.0	0.0		-100.0	2	-1	-34.0		2	2	-29.3	
GENERALS LIGHTS	0.0	0.0	100.0	0.0		-79.0	2	-1	-34.8		2	2	-32.8	
GENERALS LIGHTS MEN	0.0	0.0	-100.0	0.0		-82.8	1	-1	-35.7		1	1	-32.8	
GENERALS LIGHTS 100S	0.0	0.0	-100.0	0.0		-89.7	2	-2	-41.4		2	3	-37.2	
GENERALS LTS MEN 100S	0.0	0.0	-100.0	0.0		-69.5	2	-1	-40.0		2	3	-33.2	
GENERALS ULTRA LIGHTS	0.0	0.0	100.0	0.0		-18.6	1	-1	-30.4		1	1	-30.1	
GENERALS ULTRA LT 100S	0.0	0.0	100.0	0.0		-60.3	2	-1	-41.5		2	2	-35.1	
GENERALS NON-FILTER KS	0.0	0.0	100.0	0.0		-33.8	1	-1	-36.2		2	2	-27.9	
TOTAL GENERALS	0.0	0.2	-29.8	0.3	2	-75.4	25	-14	-36.9	-1	26	28	-31.0	
FAMOUS VALUE	5.9	27.0	-48.3	78.3	168	-22.5	2,023	-1,197	-37.2	-6	2,096	2,252	-32.7	5.3
DAVE'S KS BOX	0.0	0.4	-21.0	0.6	3	-59.1	22	-9	-28.8	-3	27	24	-28.8	100.0
DAVE'S KS LTS BOX	0.1	0.6	-20.7	1.2	4	-51.4	36	-8	-17.2	-4	42	38	-15.1	100.0
DAVE'S	0.1	0.9	-20.8	1.8	7	-54.4	59	-17	-22.0	-8	69	63	-20.1	100.0
PLAYERS NAVY CUT LTS	0.0	0.0	100.0	0.0		0.0	0	-19	-100.0			0	-100.0	100.0
PLAYERS NAVY CUT FF	0.0	0.0	100.0	0.0		0.0	0	-10	-100.0			0	-100.0	100.0
PLAYERS NAVY CUT	0.0	0.0	100.0	0.0		0.0	0	-28	-100.0			0	-100.0	100.0
PREMIUM LESS MARLBORO	115.3	534.1	-23.1	1,438.0	2,697	-11.4	32,953	-3,373	-9.3	739	33,290	34,865	-7.1	55.8
TOTAL PREMIUM	661.7	2,986.7	-19.9	7,526.0	15,638	-19.9	190,218	-5,052	-2.6	4,891	191,568	200,125	-0.5	70.8
TOTAL DISCOUNT	162.9	664.2	5.6	1,594.1	2,475	7.2	29,752	-3,023	-9.2	58	30,682	30,964	-8.2	14.8
TOT MARL ULTRA LIGHTS	40.8	175.6	100.0	439.9	922	-20.6	11,439	10,124	100.0	492	11,314	11,151	100.0	100.0
TOTAL ROTHMANS	0.2	1.4	23.5	3.3	8	-28.5	58	-3	-5.0	-7	68	60	-9.4	100.0
TOT OTHER BOX	0.1	1.8	20.7	3.7	8	-17.4	85	-4	-6.2	-6	74	69	-4.2	100.0
TOT PM-USA PREMIUM	661.7	2,986.7	-19.9	7,526.0	15,638	-19.9	190,218	-5,052	-2.6	4,891	191,568	200,125	-0.5	70.8
TOT PM-USA DISCOUNT	162.9	664.2	5.6	1,594.1	2,475	7.2	29,752	-3,023	-9.2	58	30,682	30,964	-8.2	14.8
TOT PM-USA KINGS	507.9	2,291.5	-17.8	5,576.4	11,595	-20.0	140,935	-4,982	-3.4	3,538	142,025	148,304	-1.3	68.8
TOT PM-USA 100/120	316.5	1,358.5	-13.2	3,541.1	6,509	-9.5	78,980	-3,087	-3.8	1,419	80,139	82,706	-2.2	53.4
TOT PM-USA NON-MEN	705.8	3,133.2	-18.4	7,828.8	16,035	-18.8	194,072	-7,638	-3.8	4,256	196,215	204,056	-1.8	65.4
TOT PM-USA MENTHOL	117.4	507.1	-1.7	1,268.2	2,062	2.3	25,604	-730	-2.8	610	25,817	26,762	-1.1	46.9
TOT PM-USA BOX	489.8	2,266.7	-12.4	5,614.8	11,380	-17.8	139,796	6,338	4.7	4,722	139,808	146,203	8.8	100.0
VISTA	0.0	0.0	100.0	0.0	1	-100.0	2	-1	-24.4	-2	5	5	78.7	100.0
SKYLINE	0.0	0.0	100.0	0.0	1	-100.0	3	2	100.0	-3	7	8	100.0	100.0
MEDLEY	0.0	0.0	100.0	0.0		-100.0	1	-1	-53.8	-1	2	2	28.9	
PREMIUM BUY FF 100 FTB	0.0	0.0	100.0	0.0		0.0	2	2	100.0			2	100.0	
PREMIUM BUY LTS 100 FT	0.0	0.0	100.0	0.0		0.0	2	2	100.0			2	100.0	
TOTAL PM-USA	824.6	3,651.0	-16.2	9,120.0	18,113	-16.2	219,970	-8,075	-3.5	4,948	222,250	231,088	-1.8	63.9

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